

## Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY DAMASCUS PRIORITY

INFO AMEMBASSY ATHENS PRIORITY

AMEMBASSY CAIRO

AMEMBASSY BEIRUT

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E.O. 11652: NA

TAGS: BEXP, SP, EG, LE

SUBJECT: DAMASCUS INTERNATIONALFAIR (CPF) JULY 25-AUG  
20, 1976

REF: (A) DAMASCUS 540 (B) STATE 15372

1. SUMMARY: RESPONSE TO REFTEL (A) DELAYED TO OBTAIN REQUESTED INFLATABLE OR GEODESIC DOME CURRENT COST DATA. DISPLAY SYSTEM CONSTRUCTION COSTS CANNOT EXCEED 35,000 DOLLARS INDICATED IN REFTEL B, THEREFORE USE OF LAST YEARS PAVILION WITH LOCAL CONSTRUCTION OF SIMPLE ACCRA DESIGN ADAPTED TO LOCAL MATERIALS SEEMS BEST OPPORTUNITY.

2. USDOC HAS CAREFULLY CONSIDERED REFTEL A. AT PRESENT WE CONSIDER THAT CONSTRUCTION COST ESTIMATES WILL STILL DETERMINE GO-NO GO STATUS, SINCE COMMERCE CONTRIBUTED FUNDS  
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CANNOT EXCEED DOLLARS 35,000 INDICATED REFTEL B. POST MUST

BEAR IN MIND THAT CPF ACTIVITY CEASES SEPT 30, SINCE PROGRAM NOT INCLUDED IN FY77 BUDGET AND IN-EXTREMIS AID NOT AVAILABLE FROM PROGRAM ITSELF IN EXTREMIS. NEITHER 1975 CONSTRUCTION COSTS NOR YACUBIAN ROUGH ESTIMATE OF 40,000 DOLLARS INSIDE PLUS 30,000 DOLLARS OUTSIDE ARE PRESENTLY WITHIN REALM OF POSSIBILITY. ANY EXTRA COSTS MUST BE FINANCED FROM EXHIBITOR CONTRIBUTIONS.

3. REVIEW OF POSSIBLE ALTERNATIVES OFFERS (A) USE OF LAST YEARS PAVILION, WITH ADAPTATION OF ACCRA DESIGN (B) CONTRACTOR OR FAIR AUTHORITY PURCHASE OF INFLATABLE BUILDING OR GEODESIC DOME.

4. FOLLOWING QUICKLY ASSEMBLED COST DATA ON INFLATABLE AND GEODESIC DOMES INTENDED TO LET POST ASCERTAIN REACTION OF POSSIBLE FAIR AUTHORITY OR CONTRACTOR PURCHASERS: (A) AIR FLATED DOME (AS USED IN TEHRAN CPF) SOURCE: IRVIN INDUSTRIES, INC. 555 S. BROADWAY; P.O. BOX 989, LEXINGTON, K. Y., 40501 CONTACT: MR. MCLORG OR MR. PAUL COLLIVER, TEL; (606) 254-6406; QUOTATION: ONE COMPLETE 1000 SQ MTR. AIR STRUCTURE, INCLUDING: 4 REVOLVING DOORS (TEHRAN HAD ONLY 2) 2 EMERGENCY EXITS, 1-AIR LOCK, 3MX3MX 7. 2M, 2-25 TON AIR CONDITIONERS, 4-INTERIOR DOUBLE-LIGHT POLES(2-1000 W. EA.) SHIP, WT. APPROX 35,000 LBS. CONTAINER SHIPMENT 40FTX8FTX 8FT., PRICE, DELIVERED TO EAST USA PORT \$85,000, OPTIONAL TEFLON-COATED FABRIC \$7,500 ADDITIONAL. ESTIMATED OCEAN FREIGHT, \$10,000. GROUND PREPARATION WORK INCLUDES 36.6 METER DIAM. CONCRETE SLAB, CIRCULAR FOOTING, ENTRY

PADS TALLING APPROX. 167 CU MTRS ERECTION TIME AFTER CONCRETE WORK APPROX. 5 DAYS X4MEN (B) GEODESIC DOME: SOURCE: CHARTER-SPHERE, INC RALEIGH, NORTH CAROLINA, CONTACT: J. FORREST BARNWELL TEL: (919) 851-1301; QUOTATION: ONE COMPLETE 1000 SQ. MTR. STRUCTURAL SYSTEM, WITH FABRIC TENTING, PRICE\$58,796, SPECIAL TOOLS REQUIRED \$850; BLOCK & TACKLE SETS (6) \$750 TWO ROLLING SCAFFOLD \$4600. SHIP WEIGHTS APPROX.25,000 LBS CONTAINER SHIPMENT, 40FTX8FTX8FT. EST. OCEAN FREIGHT \$10,000 (QUOTATIONS ON BASIS OF TWICE-USED STRUCTURAL ELEMENTS AND NEW FABRIC; COMPLETELY NEW UNIT UNAVAILABLE IN TIME. CON- UNCLASSIFIED

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CRETESLAB, FOOTINGS, ENTRY PADS, ERECTION MAN HOURS APPROX. SAME AS INFLATABLE BUILDING REQUIREMENTS) (C) SE-

COND POTENTIAL SOURCE, USED GEODESIC DOME (SOLD BY U.S.I.A. TO ROME DISPLAY CONTRACTOR) EZIO CARLI, VIA ERMETE ZACCONI, 41, 00128 ROME, ITALY, TEL: 648-0102 OR 648-1709.

4. USE OF INFLATABLE OR GEODESIC DOME STRUCTURES WOULD EN-

TAIL ERECTION AND CONCRETE SLAB COSTS AS APPROXIMATED IN  
PARA 3A AND 3B. ULTIMATE COST, EITHER DOME STRUCTURE, AP-

PROXIMATELY DOLLARS 100,000. ALTHOUGH COMPLETE PLAN PROVIDED BY MANUFACTURERS, ERECTION SUPERVISOR AVAILABLE FROM FACTORY AT \$150 PER DAY PLUS ALL EXPENSES, INCLUDING TRANSPORTATION.

5. TO SUMMARIZE EMBASSY IS ASKED TO EXPLORE ALTERNATIVE (A) MOST PRECISELY TO DETERMINE WHETHER CONSTRUCTION COSTS CAN BE BROUGHT TO 35,000 DOLLARS LEVEL. SINCE FAIR AUTHORITY OFFERS REPAVING FLOOR AND CARPETING AISLES, AND OUTSIDE REQUIRES ONLY REPAINTING, A PRECISE ESTIMATE SHOULD BE FEASIBLE. AS REGARDS YACUBIAN ESTIMATE OF 30,000 DOLLARS FOR WORK OUTSIDE OF FY76 FOCO CONTRACT, THAT COST INCLUDED USIA AREA WHICH NOT APPLICABLE TO 1976 FAIR. OUTSIDE WORK THEN INCLUDED KIOSKS WHICH WERE EXHORBITANTLY EXPENSIVE WHICH CAN BE REPLACED BY TABLES WITH UM-

BRELLAS IF NECESSARY TO REDUCE COSTS. OUTSIDE ESTIMATE SHOULD THEREFORE BE RESTRICTED TO ABSOLUTE MINIMUM. IN VIEW OF LOSS OF BEIRUT MERO SYSTEM (BEIRUT 1048). EXHIBITION CONSTRUCTION ESTIMATE MUST BE SIMPLEST CONSTRUCTION ACCRA DESIGN AS SENT TO WRIGHT WITH TYRRELL 30 JAN. LETTER. WITH A WORKABLE CONSTRUCTION ESTIMATE IN HAND, WE WOULD THEN AGREE THAT REACTION TO RECRUITMENT EFFORT WOULD PROVIDE BASIS FOR DECISION.

6. REFTTEL (A) PARA 12 USDOC URGES POST CONTINUE ITS EFFORTS WITH SARG CONCERNING WAIVER OF REGULATIONS, FEES, AND OTHER CHARGES THAT PRESENTED HUGE PROBLEMS DURING THE 1975 SHOW. WE NEED TO GET RELIEF FROM THE QUOTE ONLY GOODS COMING DIRECTLY FROM THE U.S.A. CAN BE SOLD, ALL OTHERS UNCLASSIFIED

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MUST BE RE-EXPORTED UNQUOTE SINCE FOR OBVIOUS ECONOMY MOST U.S. PARTICIPANTS WILL SHIP DISPLAYED MERCHANDISE FROM EUROPEAN OR MIDDLE EAST STOCK POINTS. THIS SHOULD HELP WITH PROCUREMENT. ALSO, MOST HELPFUL IF WE CAN ESTABLISH WITH

FAIR AUTHORITIES THAT ANY REPEAT ANY FORWARDER CAN CLEAR SHIPMENTS BEFORE THE EXHIBITION AND NOT JUST THE ONE DESIGNATED BY THE AUTHORITIES.

7. WHEN FINAL PARTICIPATION NEGOTIATIONS ARE DISCUSSED WITH FAIR AUTHORITIES IT IS SUGGESTED THAT WE CONFER VIA TELEPHONE REGARDING WHAT DISCOUNT APPROACH OR POSITION SHOULD BE TAKEN ON GROSS/NET SPACE AS WELL AS FREEBIES SOUGHT, SUCH AS HOOKUPS, KVA CONSUMPTION, AND OTHERS.

8. REFTEL A PARA 5 USDOC FORMS FROM 1975 ARE SUIT-

ABLE FOR SOLICITATION WITH ONE CHANGE ON CONDITIONS OF PARTICIPATION. ALL DISPLAYED PRODUCTS MUST MEET 51 PERCENT U.S.A. VALUE RATHER THAN 33 1/3 PERCENT SHOWN ON FORM. SEVENTY FIVE ADDITIONAL SETS ALL FOUR FORMS, ALSO TOP U.S.

CORPORATION LIST AND ASSOCIATION LIST USED BY AMEMB ACCRA IN SOLICITATIONS FOR ITS CPF COMMERCIAL AIRMAILED 2 FEB. INGERSOLL

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